

Message Text

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PAGE 01 BEIRUT 01001 281438Z

44-L

ACTION NEA-13

INFO OCT-01 EUR-25 ISO-00 EB-11 COME-00 TRSE-00 OMB-01

XMB-07 CIAE-00 INR-10 NSAE-00 RSC-01 SS-20 NSC-10

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R 281010Z JAN 74

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 6194

AMEMBASSY JIDDA

INFO AMEMBASSY BRUSSELS

AMEMBASSY LONDON

C O N F I D E N T I A L BEIRUT 1001

DEPARTMENT PASS COMMERCE AND EXIMBANK

BRUSSELS FOR FAA

E.O. 11652: GDS

TAGS: ETRN, ETRD, SA

SUBJECT: SAUDI ARABIAN AIRLINE REEQUIPMENT STATUS

REF: JIDDA 0259; STATE 7517; BEIRUT 14344, DEC 18, 1973

SUMMARY: PACING ITEM SAUDIA ORDER FOR TWO WIDEBODIED AIRCRAFT IS FLEET PAN STUDY, NOW BEING PREPARED BY TWA, NEW YORK, DUE FOR COMPLETION FEBRUARY 15; UK EMBASSY JIDDA ACTIVELY SUPPORTING LOCKLEED TRISTAR BECAUSE OF BRITISH-BUILT RB 211-22B ENGINES ON AIRCRAFT. END SUMMARY

1. WILLIAM HOEVELER, TWA DIRECTOR ASSOCIATED AIRLINE AFFAIRS, ON STOPOVER BEIRUT ENROUTE NEW YORK, BRIEFED RCAA JANUARY 23 STATUS SAUDIA FLEET PAN ENCOMPASUING WIDEBODIED AIRCRAFT (SEE BEIRUT REFTEL). HOEVELER INDICATES SAUDIA HAS FURNISHED TWA WITH PAAMETERS COVERING PROJECTED DEPLOYMENT FUTURE WIDEBODIED KLEET. FLEET PLAN UTUDY NOW BEING PREPARED BY TWA (OFFICE OF CONFIDENTIAL

CONFIDENTIAL

PAGE 02 BEIRUT 01001 281438Z

VICE-PRESIDENT MARKING AND PLANNING, MELVIN BRENNER;

AND VICE-PRESIDENT TECHNICAL DEVELOPMENT, ROBERT W. RUMMEL). TARGET DATE FOR COMPLETION OF STUDY, WHICH NOW ENCOMPASSES TWO ALTERNATIVES - LOCKHEED L-1011-1 TRISTAR AND BOEING 747-100 - IS FEBRUARY 15. ACCORDING TO HOOVER, TWA RECOMMENDATIONS WILL BE BASED ON WHETHER OR NOT 1975 AND 1976 DEPLOYMENT WOULD REQUIRE SCHEDULED SERVICES DHAHRAN-NEW LONDON NONSTOP (3,138 MILES) AND LONDON-NEW YORK NONSTOP (3,456 MILES). IMPLICATION IS THAT LONGER-RANGE BOEING 747-100 OR MEDIUM-RANGE TRISTAR WOULD RATE THE STRONGEST DEPENDENT UPON WHETHER OR NOT SAUDIA POSSESSED A REQUIREMENT FOR DHAHRAN-LONDON AND LONDON-NEW YORK NONSTOP SERVICES PRIOR TO 1977. HOOVER CONFIRMS THAT PRINCE SULTAN HAS INSTRUCTED SAUDIA TO ALSO CONSIDER THE MCDONNELL DOUGLAS DC-10 FOR AIRLINE'S WIDEBODIED REQUIREMENT, BUT HE DOES NOT KNOW IF THIS AIRCRAFT WILL ALSO BE ADDED AS A POSSIBLE ALTERNATIVE IN THE FLEET PLAN NOW BEING PREPARED BY TWA IN NEW YORK. HE FURTHER INDICATES THAT BOEING HAS COME IN REQUIREMENT FOR ULTRA LONG-RANGE SECTOR SAUDI ARABIA-BEIRUT-NEW YORK IN POSSIBLE PROJECTED SCHEDULED JOINT OPERATIONS WITH OTHER ARAB CARRIERS, MEA, EGYPTAIR AND KUWAIT AIRWAYS.

2. RCAA CONVERSATION WITH ROBERT CONLEY, PRESIDENT LOCKHEED AIRCRAFT MIDDLE EAST, PROVIDED FURTHER FILL-IN ON SAUDIA'S TRISTAR LETTER-OF-INTENT SCENARIO. IN ASSURING PRINCE SULTAN, SAG MINISTER OF DEFENSE AND AVIATION, THAT THE LOCKHEED AIRCRAFT CORPORATION WOULD AFFECT EARLY DELIVERY OF TEN LOCKHEED-GEORGE C-130H HERCULES TRANSPORTS TO THE ROYAL SAUDI AIR FORCE, LOCKHEED ASKED FOR EARLY CONSIDERATION BY SAUDIA OF THE LOCKHEED TRISTAR AS THE AIRLINE'S WIDEBODIED CHOICE. ON DECEMBER 5, 1973, LOCKHEED SUBMITTED A PROPOSAL TO SAUDIA COVERING THE DELIVERY OF TWO L-1011 TRISTARS. ALTHOUGH LOCKHEED OFFERED TWO AIRCRAFT ORIGINALLY ORDERED BY DELTA AIR LINES (ATLANTA), FOR FALL 1974 DELIVERY, DELTA NOW REQUIRES THE TWO AIRCRAFT AT THAT TIME; THE TWO AIRCRAFT RESERVED FOR SAUDIA ARE, THEREFORE, NOW SCHEDULED FOR DELIVERY MARCH AND APRIL 1975.

3. IN RESPONSE TO LOCKHEED'S COOPERATION ON ASSURING EARLY DELIVERY FOR THE TEN C-130H'S, PRINCE SULTAN INSTRUCTED THE AIRLINE TO ACCELERATE ITS WIDEBODIED EQUIPMENT DECISION. CONFIDENTIAL

CONFIDENTIAL

PAGE 03 BEIRUT 01001 281438Z

ACCORDINGLY, AT SAUDIA'S BOARD OF DIRECTORS, MEETING ON DECEMBER 12, THE BOARD ACCEPTED LOCKHEED'S DECEMBER 5 LETTER OFFERING TWO TRISTARS AND SIGNED LETTER-OF-INTENT ON DECEMBER 15. THE LETTER-OF-INTENT IN EFFECT STATES THAT SAUDIA'S INTENT IS TO PURCHASE TWO TRISTAR AIRCRAFT SUBJECT TO NEGOTIATION OF A SATISFACTORY CONTRACT, COMPLETION OF A FLEET PLAN STUDY, AND FINAL APPROVAL BY THE AIRLINE'S BOARD OF DIRECTORS. IN CONLEY'S VIEW,

LETTER-OF-INTENT IS FAIRLQ FIRM AND HE EVALUATES CHANGES
OF LOCKHEED CONVERTING LETTER-OF-INTENT INTO FIRV SALES
CONTRACT AS 70-30.

4; UK RCAA BARRLY LELLO AND LOCKHEED'S CONLEY AND TOOD
INDICATED UK EMBASSY JIDDA EXTENDED VERY ACTIVE SUPPORT
LOCKHEED TRISTAR, SINCE AIRCRAFT EQUIPPED ROLLS-ROYCE
RB 211-22B ENGINES.
HOUGHTON

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